

### **ATTACHMENT 3**

#### **Response to Question 14**

**Question 12: Please attach evidence of the applicant's managerial and technical resources and ability to provide service. This may be in either narrative form, resumes of key personnel, or a combination of these forms.**

Packetup possess the managerial skills and technical expertise necessary to execute its business plans and provide the proposed telecommunications services. Packetup will be operated by the senior management of its corporate parent, Packetup Corporation. The members of Packetup Corporation's senior management have extensive experience in the telecommunications industry, and Packetup Corporation's highly-qualified technical staff will ensure that its operations will meet the highest standards for service quality and reliability. Furthermore, by employing state-of-the-art technology, Packetup's services are high quality and comparable to other telecommunications service providers. Each member of Packetup's management team will draw upon his or her own experience, as well as the collective experience of the entire management team, to ensure that Packetup is operated effectively, efficiently, and profitably.

## **Packetup Corporation's Management Biographies**

*Max E. Thornhill* - Chairman of the Board- Prior to joining Packetup Corporation, Mr. Thornhill served as a Director of US ONE Communications Corp and Phoenix Network. Mr. Thornhill was also a founder of LDDS/WorldCom and served as a Director of LDDS/WorldCom from 1983 through 1993.

*James H. Sturges* - Founder, President, Chief Executive Officer and Director Mr. Sturges was the founder, Chairman and Chief Executive Officer of US ONE Communications Corp. Prior to joining US ONE, Mr. Sturges held various positions at WorldCom including Vice President of Engineering, Vice President of Strategic Development, Vice President of International Development, and Chief Technical Officer. Mr. Sturges was also Chairman, President and Chief Executive Officer of Network Design Corporation which later became an affiliate of WorldCom.

*Charles J. Glaeser* - President of Sales Division and Director - From 1986 through 1999, Mr. Glaeser was Chief Executive Officer of International Contractors, Inc., the company that purchased Ericsson Fiber Optic Division (USA) in 1988. Mr. Glaeser was also Chief Executive Officer of Advanced Technology Associates, Inc from 1989 to 1999. Mr. Glaeser has experience as an entrepreneur marketing telecom systems and infrastructure to large enterprises for over 25 years.

*Ramnath Lakshmi-Ratan.*- President of Exchange Services Division and Director- Prior to joining Packetup, Mr. Lakshmi-Ratan held the following positions in the telecommunications industry: Executive Director and General Manager of the Bell Labs Softswitch Project, Executive Director of Strategy and New Business Development for the Lucent Communications Software Group; and Director of the Technology Management Science Center. Mr Lakshmi-Ratan was also a Distinguished Member of Technical Staff, Bell Labs. Mr. Lakshmi-Ratan published the seminal *Bell Labs Technical Journal* paper on softswitch technology that was responsible for launching a new paradigm and industry in communications networking. Mr. Lakshmi-Ratan was co-founder and architect of the Consumer Laboratory at AT&T Bell Laboratories. He has held faculty positions at the University of Wisconsin (Madison), University of Pittsburgh and Rutgers University. Mr. Lakshmi-Ratan has a Ph. D. in Operations Research and Marketing from the University of Pittsburgh.

*Kevin R. Wright* - President of Optical Services Division- Mr. Wright's prior telecommunications experience includes serving as Chief Technical Officer of GST; Senior Vice President of US ONE Communications Corp.; Senior Vice President of Qwest Communications; Senior Vice President of LCI International ; and Chief Operations Officer of LDS Communications. Mr. Wright has also held senior technical management positions at MidAmerican Communications, TeleConnect, SPRINT, and TVA.

*Larry D. Akin* - Chief Operations Officer and GM of the Operations & Finance Division . Mr. Akin was Executive Vice President/Chief Financial Officer of Overhead Door Corporation prior to joining Packetup. From 1994 through 1998, Mr. Akin worked at US ONE Communications Corp. holding various positions including President, Chief Financial Officer and Senior Vice President. Prior to US ONE, Mr. Akin was the Treasurer and Secretary of Neodata Services, Inc. Mr. Akin also was Senior Vice President of Harvest Group from 1983 to 1991.

*Michael J. O'Donnell* - Executive Vice President and Director- Prior to joining Packetup, Mr. O'Donnell was Managing Director and Chief Technology Investment Officer for GATX Capital Corp. Prior to GATX, Mr. O'Donnell worked for fourteen years at Sun Financial Group where he served as the Vice President of Asset Management/Administration/Credit. Mr. O'Donnell has also served on the Board of Directors of European-based technology financing and asset management joint ventures with Lombard North Central, subsidiary of The Royal Bank of Scotland.

*Owen J. Palmer, Ph.D. - Chief Technical Officer*- Mr. Palmer was previously a Principal in Predictive Network Technologies Inc., a software development firm supporting Qwest and other telecommunication providers. Mr. Palmer has also held positions as Senior Vice President of Research & Development for, US ONE Communications Corp. and as a Principal in the Network Design Corporation which later became a WorldCom affiliate. Mr. Palmer has a Ph.D. in Mathematics from Rice University.

*Robert Stollenwerck - Senior Vice President (Government Liaison and Product Development)*- Prior to joining Packetup, Mr. Stollenwerck was an Executive Program Manager and contributing architect for satellite and fiber optic communications networks for NASA, the Department of Defense, and the NSA, while employed with Lockheed Martin, Northern Telecom, and Western Union. Mr. Stollenwerck was also the manager of various scientific and engineering projects while in the United States Air Force.

*Gary Ohlson - Vice President of Technical Support and GM of Corporate Security*- Mr. Ohlson has been the Corporate Fraud & Security Manager for several telecommunications companies including GST, US ONE Communications Corp. and Qwest. Mr. Ohlson has also served as Technical Special Agent, for the Air Force Office of Special Investigations (Counterintelligence) and as Section Chief of the Precision Measurement Equipment Laboratories, United States Air Force.